



STINGER
GHAFFARIAN
TECHNOLOGIES

KBRwyle

In Partnership with NASA

“Reaching High” Aerospace Business Matchmaker

Presented by: Chemise Smith
Small Business Liaison Officer

July 17, 2018



CORE COMPETENCIES

Performing Work (*Highly recognized for Engineering Services*):

- **Engineering:** Spacecraft, Systems and Instruments, Software Engineering, Systems Engineering and Integration
- **Scientific Analysis:** Orbital and Global Climate Change Analysis
- **Mission Operations:** Human Spacecraft and Weather Operations
- **Information Technology:** Cyber Security, Enterprise Computing

Supports (7) NASA Centers: Ames, Glenn, Goddard, Johnson , JPL, Kennedy, and Langley

Additional Federal Clients: Department of Transportation (DOT)/FAA, Department of Interior (DOI), Department of Defense (DoD), and NOAA



What Does SGT Purchase

- Space Flight Hardware and Software
- Mechanical Hardware
- IT Software Maintenance and Hardware
- Engineering Services
- Machine Parts and Prototyping

Selecting Potential Small Business (SB) Partners

- Niche and complimentary capabilities that align with SGT Federal Programs
- Relevant work/successful past performance
- Working relationships within the agency of the opportunity
- Quality assurance industry certifications such as ISO, AS9100, CMMI

What Type of SB's does SGT seek

- Work seamlessly as a trusting teaming partner
- Understanding customer's the mission
- Responsive to timelines and contract delivery requirements
- Financial stability

Tips for Marketing to SGT

- Establish your strategy and direction (i.e., identify core technology strengths, target opportunities)
- Capability Statement—Highlight core technical skills, align expertise with SGT programs
- Prior research to identify Prime Contractors—Determine the value-add to Prime's Federal programs
- Contact the Primes SB Office for introductions to Business Development team



Chemise Smith

Small Business Liaison Officer

7701 Greenbelt Road

Greenbelt, MD

(301) 464-7584

csmith@sgt-inc.com

www.sgt-inc.com